

## **Coach Test Areas**

1. Negotiating Skills: See role play in the other section
2. Leadership: Subjective – what we know about: credibility, judgment, respect by peers, decisiveness
3. Strategic Thinking (Big Picture vs. little details)
4. Think, Decide, & Act Quickly under pressure

## **Role-Play**

The coach is trying to sell our full-functional robot.

- Knock down wall
- Cross Ramp
- Stack Containers

Scenarios:

1. Cares about the ramp only
  - a. Alliance Coach
    - i. Has no plan
    - ii. Slow – designed to be king of the hill
    - iii. Great suction – want to be king of the hill
    - iv. If it can be king of the hill, it will agree to anything
  - b. Purpose: Coach should recognize they will let us do what we want as long as they are king of the hill
  - c. Goal: Coach should agree to this
2. Detail-oriented
  - a. Alliance Coach
    - i. Has no plan but asks too many questions about our robot
    - ii. Wastes discussion time
    - iii. Doesn't agree to anything
    - iv. Talks about detailed moves, but not about strategy for scoring points to win
  - b. Purpose: No agreement will be reached
  - c. Goal: Coach should tell them what we will do
3. Domineering Adult
  - a. Alliance Coach
    - i. Domineering Adult
    - ii. Starts by taking over conversation and telling us what we must do
    - iii. A compromise can be reached if our coach can get this coach to listen
  - b. Purpose: Interaction with a difficult adult
  - c. Goal: Our coach should listen, evaluate, and make a pitch for our plan
4. Overstating capabilities of their robot
  - a. Alliance Coach
    - i. Initially lie about capability of robot
    - ii. If confronted, then agree with strategy
  - b. Purpose: Use scouting data to show problems
  - c. Goal: Convince other coach how our plan will work for everyone
5. Alliance has better robot and strategy

- a. Alliance Coach
  - i. Has a great robot and a great drive
  - ii. Can carry 15 bins across ramp
  - iii. Stack 8 high while keeping the stack perfectly guarded
  - iv. They will let us knock over the wall at the start but then want us to knock over the stacks of the other alliance until the last 20 seconds then get on ramp
- b. Purpose: Recognize a better robot / driver / strategy
- c. Goal: Coach should recognize a better robot and plan and do what this team plans